

Want Ads.,
Agriculture,
Commerce.

The Times



Dispatch

Financial,
Manufacturing,
Real Estate.

RICHMOND, VA., SUNDAY, JANUARY 7, 1912.

PRICE FIVE CENTS.

WORK IS OF GREAT HELP TO FARMERS

Eloquent Facts Given in
Report of State Agent
Sandy.

BOYS' CORN CLUBS BIG ACHIEVEMENT

Results Will Be Permanent by
Educating Young People Back
to Farms—Accomplishments
Through Agricultural and
Educational Fairs—Rural
Conditions Benefited.

Eloquent facts showing the tremendous benefit derived from the farmers' co-operative demonstration work by the farmers of Virginia are given in the annual report made by T. O. Sandy, State agent, to the United Agricultural Board.

The work is composed of one State agent, two district agents and thirty-one local agents, who in 1911 worked the following thirty-five counties:

Amherst, Appomattox, Amelia, Powhatan, Albemarle, Bedford, Buckingham, Brunswick, Chesterfield, Culpeper, Mecklenburg, Nottoway, Nanamond, Norfolk, Orange, Prince George, Rockingham, Dinwiddie, Fairfax, Gloucester, Greensville, Gloucester, York, Halifax, Henrico, Loudoun, Louisa, Middlesex, Nelson, Prince Edward, Roanoke, Sussex, Fluvanna, James City, Augusta.

The appropriations made by the counties are used to pay half of the salaries of the local agents. The remaining half is paid one-fourth by the General Education Board of New York and one-fourth by the United Agricultural Board of Virginia. The State agent and district agents' salaries and traveling expenses are paid entirely by the General Education Board.

The State agent traveled during the year 1911, 16,477 miles by rail, and 1,005 miles by team. He held during the year just past, eighty-two meetings in different counties in the interest of the work, and two general agents' meetings. These general agent meetings were held for the purpose of instructing the district and local agents about the lines of the work and the most practical way of reaching the people to the best advantage. He has under his supervision eight counties and in addition to the 300 farms visited in company with the local agents, while making his rounds, has given personal supervision to eleven farms owned by prominent men in the different sections of the State, and so situated as to demonstrate to advantage, to the public at large, the methods advocated by the demonstration work.

F. S. Farrar, district agent, having under his supervision thirteen counties, traveled during the past year, 10,785 miles by rail, and 3,134 miles by team.

W. C. Shackelford, Jr., district agent, having under his supervision eleven counties, traveled in 1911, 10,055 miles by rail, and 2,893 miles by team.

Plan of District Agents.
The plan followed by our district agents is to visit each of the local agents in their respective counties once each month, and visit with the local agents as many of his demonstration farms and co-operatives as it is possible to do in the limited time he has to give each agent.

The thirty-one local agents, working from three to six days per week, and from six to twelve months per year, averaging about seven months each, traveled by rail in 1911, 21,180 miles, and by team 77,690 miles, averaging by team 346 miles each per month, and about fifteen miles each per day. They have visited on an average 4,560 farms per month. They have 1,845 demonstrators, 2,800 co-operatives, and 1,630 Corn Clubs.

It is incalculable how much good a trained agent can accomplish for a county. He is really a missionary among the farmers, a doctor of agriculture, talking land improvement, more corn, more grass, more hay to the acre, better live stock, better buildings, more comfortable and convenient dwellings. If the lesson had been learned by the actual demonstrators, a great deal would have been accomplished, but as an object lesson the value of the work has been incalculable to thousands of farmers whose names are not listed on our books.

Boys' Corn Clubs.
In my opinion there is nothing in connection with our work which is calculated to accomplish greater, more lasting results than the Corn Clubs set out for our boys. It is deplorable, but nevertheless true, that our young people have become educated away from the farms by both parents and teachers. This is often done unknowingly by complaining that every thing in connection with farm life is hard work without compensation. This mistaken idea we put forth, our best efforts to demonstrate is not true. This is most effective when done through the boys. Seeing is not always believing, but when a boy does a thing himself he knows and his parents know the methods to be depended upon.

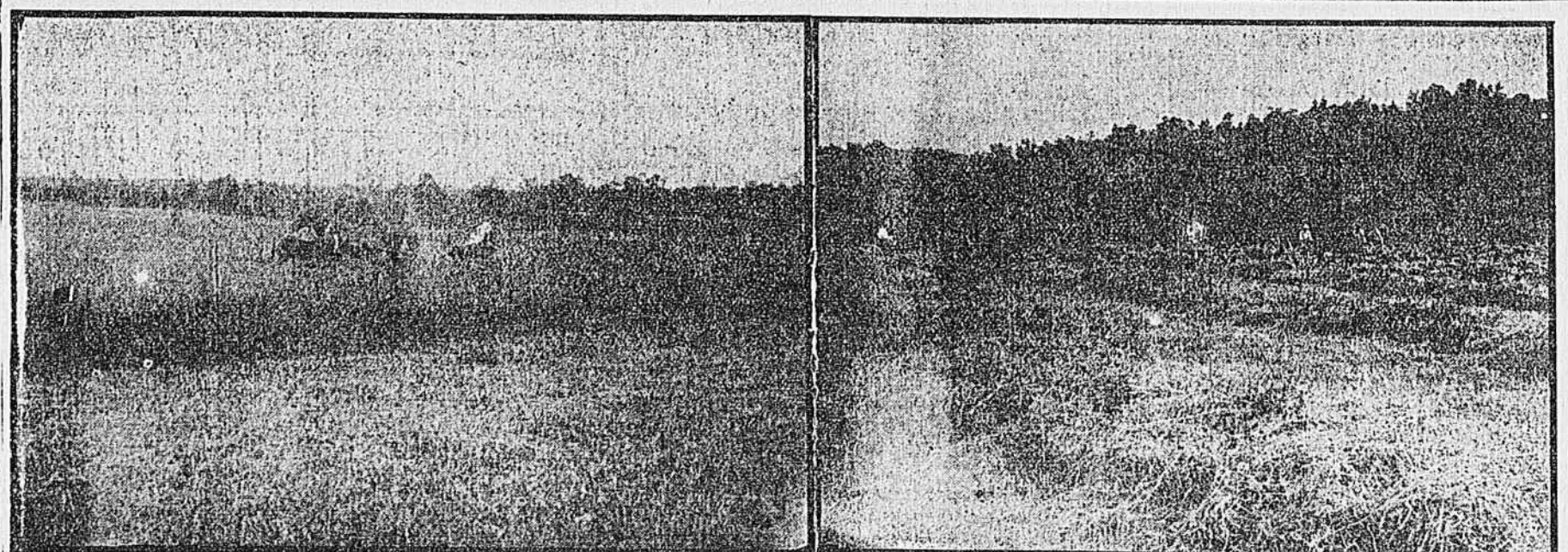
Our average this year for adult demonstrators in the State of Virginia is 51 2-3 bushels of corn to the acre, and for the Corn Club boys, 65 1-2 bushels to the acre, at an average cost of 37 1-2 cents per bushel. This high record of production is due to the unprecedented drought this past season. The increased yield of corn per acre by the boys over the men is due to the fact that a boy follows instructions more closely than a man. The largest yield of corn made in the State this year was made by a Corn Club boy, John A. Johnston, Jr., Sussex county, 164 4-5 bushels per acre.

Loudoun county has twenty-one boys making an average yield of 82 2-3 bushels to the acre.

Rockingham county has thirty-seven boys making an average yield of 68 bushels to the acre.

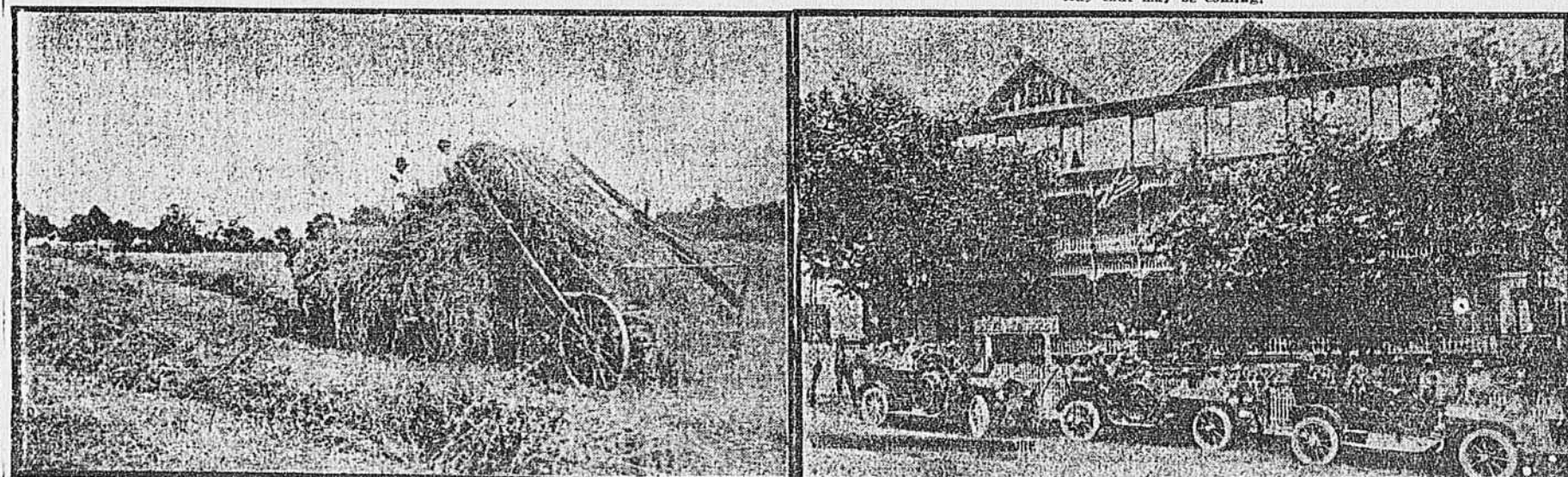
Albemarle county has thirty-one

ALL OVER OLD VIRGINIA



Alfalfa looked for.

Hay that may be coming.



Things fondly looked for.

Back to the soil.

BIG INVESTMENT IN COTTON MILLS

New Industries Planned During
1912 Represent Outlay of
\$6,000,000.

[Special to The Times-Dispatch.]

Baltimore, Maryland, January 4.—In spite of some halting in the textile industry, announcement was made in the past twelve months of plans for new cotton mills and enlargements of existing plants in the South calling for \$4,590,000 and 4,535 looms and representing an aggregate investment of more than \$6,000,000. In printing a summary of these additions the Manufacturers' Record this week notes the continued progress of Southern mills in the manufacture of finer grades of cotton goods and in the use of hydro-electric power. Only two of the leading undertakings of the year were yarn mills, all the others being designed for the manufacture of cloth. Among the Southern industrial and other developmental enterprises of the past week announced in this week's issue of the Manufacturers' Record are the following:

Arkansas and Memphis Railroad Bridge and Terminal Company, Memphis, Tenn., applied for charter and will be organized by officials of the Chicago, Rock Island and Pacific Railroad for the purpose of investing, during the next few years, from \$15,000,000 to \$20,000,000 for constructing railroad bridges across the Mississippi river, erecting freight depots, building passenger station, establishing terminal yards, purchasing properties, etc.

Henry Foy, Elmer E. Cortwell, F. W. Dunn and others, all of New York, contemplate developing waterpowers in Central and Western Louisiana and irrigating about 1,000,000 acres of land, the probable investment to total \$25,000,000; engineers are now making field surveys.

Lincoln county commissioners, Chandler, Okla., awarded contract at about \$500,000 to construct canals for draining forty-two miles of swamp land.

Atlanta Steel Company, Atlanta, Ga., will invest \$300,000 to double capacity of plant, the improvements to include constructing an additional furnace.

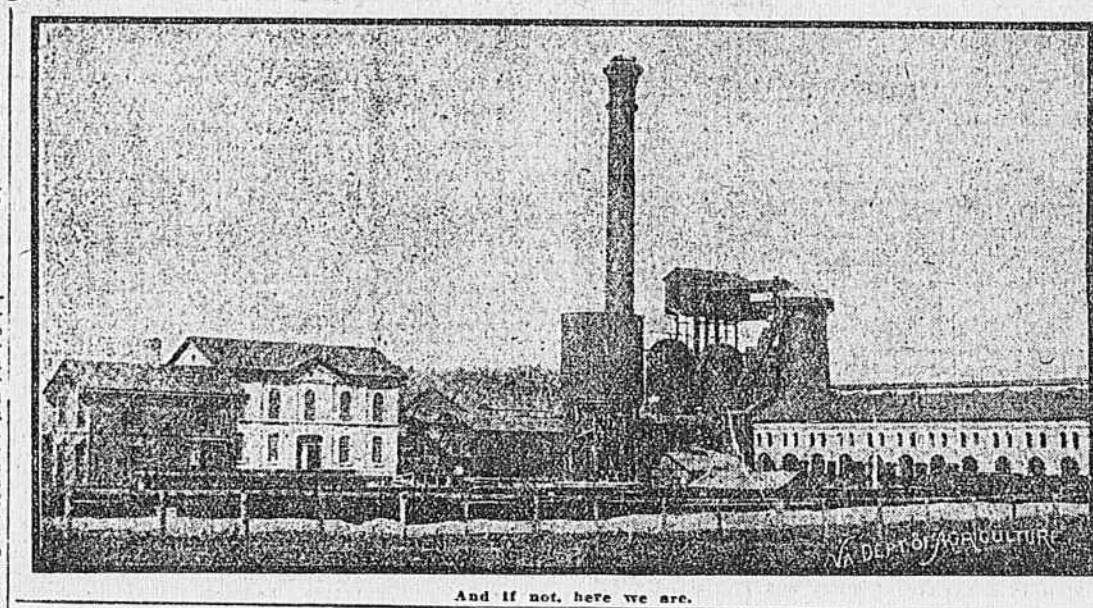
Farmers' Gin Company and Cotton Company, Atlanta, Ga., decided to increase capital stock from \$1,000,000 to \$5,000,000, and will plan to establish a plant to manufacture cotton compresses for use at gins.

Central Georgia Transmission Company, Jackson, Ga., proposes to issue stock and bonds for \$4,500,000 for purpose of constructing electrical transmission lines and necessary substations from Griffin to Atlanta, transmitting electricity from Jackson (Ga.) development of Central Georgia Power Company.

Columbia Railway, Gas and Electric Company, Columbia, S. C., contemplates construction of dam to develop 80,000-horsepower by electricity in order to augment present facilities.

Vermillion Sugar Company, Abbeville, La., was organized to erect steel buildings and install machinery for 1,000-ton sugar plant; cost reported as to be \$250,000.

Harbin Coal Company, Louisville, Ky.,



And if not, here we are.

VIEWS AND NEAR VIEWS; HINTS AND SUGGESTIONS

Thoughts That Come From All Sections of Virginia—What the Industrial Section stands For—Training Business and Many Other Big Things Worth Consideration.

COMPILED BY FRANK S. WOODSON, had allowed me to use his name, for it is a good one, but as he holds me down to the use of his initials, here goes. "A. D. H." says:

"I think every day's Times-Dispatch is a Richmond booster. Its advertising columns as well as its local and editorial columns are telling us every day in the year of what great things Richmond is doing and she is indeed doing great things. My suggestion is that the Industrial Section that appears only once a week be strictly a State proposition. Let us folks outside of Richmond with the help of the Industrial editor have the Industrial Section all our own. I have a number of 'State-wide' suggestions and hints which with your permission I will make from time to time, but for fear that I may exceed the limit let me hold down now with only the above."

That is good talk, but my dear "A. D. H.," don't you know that Richmond and Virginia are one and the same? Virginia with no Richmond would be the play of "Hamlet" with the moody Dane left out of the cast, and Richmond with no Virginia behind it would be nothing at all. The great mission of the Industrial Section, and as for that matter of The Times-Dispatch, has been and yet is, to get our folks closer together; the town folks and the country folks, better acquainted with each other. Let's you and I labor along these lines. I am depending on you and your kind, my dear "A. D. H.," to help in this good work of getting together. I am going to mail you a copy of a song that was done in fairly good shape the other night at the Auditorium, entitled, "Get Together."

First on Deck.
One of the first to respond to the invitation and to come forth and be heard was a very modest gentleman who started out with this proviso: "If D. H.," don't you know that Richmond and Virginia are one and the same? Virginia with no Richmond would be the play of "Hamlet" with the moody Dane left out of the cast, and Richmond with no Virginia behind it would be nothing at all. The great mission of the Industrial Section, and as for that matter of The Times-Dispatch, has been and yet is, to get our folks closer together; the town folks and the country folks, better acquainted with each other. Let's you and I labor along these lines. I am depending on you and your kind, my dear "A. D. H.," to help in this good work of getting together. I am going to mail you a copy of a song that was done in fairly good shape the other night at the Auditorium, entitled, "Get Together."

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LOCAL OFFICE TO BE ESTABLISHED

U. S. Department of Agriculture
Will Promote Drainage
in Virginia.

To assist and promote the drainage of wet, swampy or overflowed lands and tidal marshes in this State, the United States Department of Agriculture, through drainage investigations of the office of experiment stations, C. G. Elliott, chief, is now establishing an office in this city.

The new drainage office is in charge of George M. Warren, drainage engineer, United States Department of Agriculture. Mr. Warren is a native of Massachusetts, from where he has lately returned following a severe illness of typhoid fever contracted at Roxbury during the progress of the Chickahominy River surveys last summer. Mr. Warren has spent considerable time in Virginia for the past twenty years, and is familiar with the conditions and needs of this section.

The subject of land drainage, he declares, is not new, it is not an experiment, but is almost as old as recorded history.

The drainage office has grown rapidly, so that its representatives are now working from coast to coast. The Richmond office will endeavor to aid and promote this great work. During the past summer surveys were made of the Chickahominy River Swamp from above Abbeville to Providence Forge, a distance on the river of about thirty-five miles. But for sickness, plans estimates of cost and a report on the project would probably now be nearing completion. During the fall there was a force in the Diamond Swamp making a survey of about 20,000 acres comprised in the Pleasant Grove drainage district, so called. The field work has been completed and the details will

THINGS GOING ON IN GREAT SOUTH

How the Folks Who Come to
the Southland Make Good
Money.

The Southern Field, a monthly magazine put out by M. V. Richards, the head man of the land and industrial department of the Southern Railway, finds out about many good things going on in a farming and industrial way in the southeastern States. Here is a summary of some things talked about by Richards in his last issue.

A trucker in Southern Alabama gathered last season from three acres of land 1,392 bushels of cucumbers, which cost him, including the hampers, \$277. For them he received when they were sold in St. Louis \$1,013.25, so that his net profit was \$736.25, or \$278 an acre.

J. P. Taylor, of Henderson, N. C., obtained last summer from sixteen acres of land near Orange, Va., more than 1,500 pounds of white Burley tobacco, which brought him \$2,500. The crop cost him not more than \$1,000, and his net profit was more than \$1,500 an acre.

Paul D. Fulwood, near Tifton, Ga., picked last year from four acres of land eight bales of cotton; from twelve acres of new ground, seven bales, and from four other acres, one and one-half bales. Ten of his acres yielded him 370 bushels of corn, one acre, \$300 worth of green sugar cane, and seven acres, 250 bushels of oats. After cutting the oats five acres of this field yielded 500 bushels of potatoes, which yielded 500 bushels of potatoes. Mr. Fulwood raised also about \$700 worth of cabbage, onions, peas, etc., and his whole acre under cultivation was but fifty acres.

From apple trees planted in November, 1906, E. E. Thornton, of Houston, Miss., gathered last year an average of nearly one bushel to the tree.

In East Tennessee \$500 per acre has been received for tomatoes, \$500 per acre for lettuce, \$200 per acre for cabbage, \$200 per acre for peppers and from \$100 to \$200 per acre for strawberries and cantaloupes.

A German farmer, near Prince Edward county, Virginia, has during the ten years increased the yield of his land from ten bushels to eighty bushels of corn per acre, and he also averages 1,200 pounds of tobacco and three tons of hay to the acre.

A net profit of \$300 an acre was received last year for strawberries grown near Brooklyn, Fla.

J. R. Powell, near Mobile, Ala., is receiving more than \$1,150 an acre from a small grove of orange trees.

REAL ESTATE AND BUILDING NEWS

First Week of the New
Year Opens Up in
Grand Shape.

MANY BIG SALES;
OTHERS ON STRING

Broad Street Property Very
Much in the Limelight—What
Some of the Good Judges
Think About Things.
Richmond Dirt a Good
Investment.

The first week of the new year opens up very well for the real estate folks. At least that is the way they talk about it. I made it a point yesterday to talk to every one of the real estate men I could find at home. Several of them I could not find at home, for, be it remembered, yesterday was a mighty cold day, the coldest for a dozen or more years, and not a few of the agents were out. Some of them might have been out looking after business. Quite likely they were, but the most of them were likely hunting a stool.

Anyhow, the agents who were busy and right busy, closing up contracts that were made just before the new year and subject to confirmation as near after the new year as possible. Among these new year contracts that have been closed I have heard of something like a half a million dollars' worth. Among these may be mentioned the sale of No. 18 East Broad Street. This property was bought through Pollard & Bagby and A. L. Strause was the buyer. Mr. Strause paid \$25,000 for the goods.

Another big deal of the week was the sale of the property 401 West Broad Street. The C. A. Rose Company engineered this deal, and H. S. Wallerstein was the buyer. Mr. Wallerstein paid \$12,500 for the property, and he has an idea that he got it cheap enough.

The fact is that this man Wallerstein thinks Broad Street property is much better as an investment than any stocks and bonds that can be offered on the market. I had a little talk with him yesterday, in the which he expressed opinions of that character. Anyhow, he said: "When I have got some money to spend I am putting it in Richmond realty. It looks to me a heap better than any stocks and bonds I have been reading about." Wallerstein is a mighty good judge of investing propositions.

Harry Pollard, of the firm of Pollard & Bagby, overheard the little talk I had with Henry Wallerstein, and he butted in to the extent of saying: "I quite agree with Mr. Wallerstein," and then he further conversed about the remarkable statement that investments in Broad Street property for the past dozen or more years have paid more than 12 per cent, and paid it mighty quick. That is much better than any government securities that have been heard of up to date, and Mr. Pollard, in a somewhat of an investor and speculator, added: "It looks to me as if Broad Street investments are a good deal better than government bonds, especially if the investment be in the business of the street."

Williams & Cass, report a big sale of land fronting on the Boulevard, a deal that foots up something like \$50,000.

H. S. Taylor & Company made some good sales the past week, one of which is very interesting. Among their sales, amounting to about \$60,000, was a lot on the north side of Cary Street, near to Twenty-first Street. F. D. Williams was the purchaser, and it is understood that the object of his purchase is to enlarge his tobacco manufacturing plant. This may be the beginning of an enlarged tobacco manufacturing in Richmond, an enlargement that comes of the curtailing of the trust business perhaps.

The opening week of the New Year shows not a little activity in the suburban regions. The Virginia Place is very busy, and it is said, they do say that there are very few lots left in Colonial Place.

A new suburb has opened up beyond the borders, away out in Chesterfield county. The story goes that the property of the Bon Air Land of Golsan & Nash, about this farm will develop and sell the same much after the plan that has made West-hampton such a success. It is understood that something like 100 acres of land is involved in this deal. Just who is the financial power behind the deal, I don't know, but this case, however, that has caught on is a sufficient guarantee that there is going to be something doing.

There is a rumor that much new building is in contemplation out westward, but there is no news in this. Just how long it will take to get there before you know it, I don't know. However, the announcement is made that two stores are to be built at Laurel and Broad Streets, and that both have been rented before the breaking of ground.

NOTHING IN IT.

That Talk About Resignation of President Stevens Is All Bosh.
Columbus, O., January 4.—George W. Stevens, president of the Chesapeake and Ohio, and M. J. Caples, vice-president, in charge of the Chesapeake and Ohio and Hooking Valley construction departments, were in this city yesterday and a part of today. These officials were on an inspection tour. During their visit they had a lengthy conference with General Manager Canora and Chief Engineer Michael, in regard to the improvement and betterments to be made on the Chesapeake and Ohio line, and the new line from New York last week, that he and M. J. W. Grice, of the Chesapeake and Ohio, would resign. The report was not taken with credence in any quarter, but a telegram to Mr. Stevens brought back the answer that he had no intention of leaving the Chesapeake and Ohio.

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